

Join us in shaping the medical technology of tomorrow.

acandis®
ENGINEERING STROKE SOLUTIONS

We are looking for a

Territory Manager VIC/TAS (m/f/d)

Melbourne, Australia

Are you looking to take the next step in medical technology sales, or do you already have some sales experience? If so, we can offer you the opportunity to develop into a key point of contact for leading neurovascular centres in the VIC/TAS market.
Depending on your previous experience, you will either take on responsibility early on or be given a structured induction into the VIC/TAS market. In the process, you will get to know our products, our customers and the specific aspects of neurointervention in everyday clinical practice and gradually take on more responsibility for selected centres.

Your responsibilities:

- Supporting the expansion and management of our network of clinics in Victoria/Tasmania.
- Assisting with client visits, case support and technical advice in day-to-day clinical practice.
- Establishing and developing long-term client relationships.
- Supporting training sessions, workshops and user training courses.
- Representing Acandis at conferences and specialist events.
- Developing in-depth product, market and therapeutic expertise in the field of neurovascular therapies.
- Working closely with Sales, Marketing, Product Management and Clinical Affairs.
- Gradually taking on responsibility for your own accounts, depending on your experience.

Our requirements:

- Initial work experience in the medical sector, in medical technology or in sales would be an advantage.
- Motivation to develop one's career in neurovascular sales in the long term.
- A passion for customer engagement, clinical matters and building long-term customer relationships.
- Technical and medical knowledge, or a strong willingness to learn.
- A confident manner and excellent communication skills.
- A high willingness to travel within VIC/TAS and within Australia

What we offer:

- A structured and personalised induction programme tailored to your previous experience.
- The opportunity to develop into the point of contact for the VIC/TAS market in the long term.
- Collaboration with an experienced international sales team.
- An attractive remuneration package
- Flat hierarchies, short decision-making processes and plenty of scope for initiative.

CLICK HERE TO APPLY!

About us:

At Acandis, we develop and manufacture medical technology that makes strokes treatable, thereby improving the lives of thousands of patients. Our 'Made in Germany' innovations are in use in over 60 countries – and every single product has the potential to save lives at a critical moment.

What sets us apart:

Here, scientific expertise and technological innovation come together with an international, interdisciplinary team. Flat hierarchies and an open working environment give you the freedom to contribute ideas, take on responsibility and make a real difference together.

Do you have any questions?

We look forward to your call!



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